

# ***Market Briefing: Selling into China's High Tech Manufacturing Sector –***

## **The Good, the Bad, and the Ugly**

**Friday, January 13, 2006 - 8:00 am-11:00 am**

### ***China...***

- Is the world's **fastest-growing** high tech market
- Relies heavily on **foreign technologies**
- Is a significant consumer of **Ohio's** high tech products and services

### ***If you have questions about...***

- Entering the Chinese High Tech Market
- Protecting Intellectual Property
- Evolving Chinese Technology and Environmental Standards

***...Then you will want to attend this important Market Briefing on Selling into China***

### ***AGENDA: Friday, January 13, 2006***

8:00 am	Registration
8:15 am	Welcome and Program Introduction
8:20 am	Selling into China's IT Sectors
8:50 am	Coffee network break
9:00 am	Protecting your IP: Strategies and Considerations
10:00 am	Meeting standards in the Chinese IT sector
10:30 am	Getting paid from Chinese companies
10:45 am	Observations, Questions, Conclusions
11:00 am	Program concludes



**Frank Chaiken** of Thompson Hine will provide insight on protection of intellectual property in China. Frank is a partner in the firm and a member of the Corporate Transactions & Securities and International practice groups. He focuses his practice on international and domestic business transactions

**Xianmim Xi**, a Commercial Service Specialist for the U.S. Embassy in Beijing, has advised scores of U.S. firms on entering and expanding business within the Chinese high tech electronics sector.



**Locations (via videoconference):**  
**Offices of Thompson Hine in Dayton & Cincinnati –**  
**Dayton:** 2000 Courthouse Plaza NE, 45401-8801  
**Cincinnati:** 312 Walnut St., 14<sup>th</sup> Floor, 45202-4089  
**Cost:** \$40.00 per person



To register for this event, please complete the following form and send it via email to [ddirr@mail.doc.gov](mailto:ddirr@mail.doc.gov) or fax to 937-226-8221 by January 11, 2006. For those paying by check, please **make checks payable to SODEC**. Early registration is advised. Attendance may be limited to pre-registrants only. Questions? Call 937-226-8222.

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_